

JANUARY 1991

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Hispanic BUSINESS[®]

EXECUTIVE ELITE

Directors & officers
of leading companies



SPECIAL BONUS
The 1991 Book of Lists

Hispanic BUSINESS

The magazine for growth companies and ladder-oriented professionals
January 1991

Volume 13, Number 1

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Let's Talk Business UT-Pan American hosts the fifth international Hispanic Symposium on Business and the Economy, to be held in Texas on February 6 through 9.

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Leadership in Changing Times America's top executives rise to the challenge of unprecedented changes in the domestic economy and global business scene.

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The 1991 Corporate Resource Book This pull-out resource book is a collection of our most requested lists. Keep it on your desk for easy reference.

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Corporate Directorships on Hold Despite the popularity of ethnic "diversity" in corporate America, the number of Hispanics serving on *Fortune* 1,000 boards has declined.

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The readers respond.

Cover I.D.

Roberto Suarez is publisher of *El Nuevo Herald* and president of the *Miami Herald*. This month's cover design by Buffalo Brothers Studios West.



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Richard L. Carrion is CEO of Banco Popular de Puerto Rico, which recently merged with BanPonce Corporation.



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Bill Davila is president of Vons Companies, Southern California's leading grocery retailer.

BPA MEMBERSHIP
APPLIED FOR 1/90.



Who hasn't at one time or another griped about the pace of change in business? Who hasn't, for example, mastered a computer program only to see it superceded?

Change—the constant recycling of reality—is the bane of modern civilization. Or is it?

Our society has entered a worldwide information age. In the global marketplace, deals are done in the time it takes data to move from Tokyo to Los Angeles. *What* you know is becoming as important as *who* you know. Author Alvin Toffler has a word for it: "power-shift," which also happens to be the title of his latest book.

The top of the pyramid of power has always been narrow. In the past, you could feel pretty secure when you got there. But in the new age of information technology this is no longer the case. New men and women, trained in new skills, are taking over the boardrooms and executive suites. We believe increasing numbers of them will be Hispanic, in a business environment that by its nature is beginning to ignore national frontiers.

The point is: change *is* opportunity for the leaders who are prepared for it. That's one reason this issue singles out those who are at the forefront of change—the board members and top executives of the country's biggest companies—whom we call the "Hispanic corporate elite."

The Hispanic *Fortune* 1,000 board members interviewed for this issue assure us that networking and who they knew was indeed an essential ingredient in their selection. But they add that the

Hispanics who develop such contacts also have an increasing advantage in their bicultural background, not to mention the fact that most of them have had to prepare themselves just a little better than the mainstream competition. As Contributing Editor Joel Russell reports in the article on corporate directorships, companies say they are seeking out more quality in their directors, wherever they can find it.

And, as Senior Editor Rick Mendosa reports in the cover story—"Leadership in Changing Times"—many of the executives on this year's listing of Hispanics in top corporate slots have changed their companies or positions since last year.

Information and opportunity are the key themes for Hispanic-owned businesses too. That is why our regular "Contacts for Contracts" listings have had such an enthusiastic reception among the Hispanic business community. This information, which Research Associate Joseph Wells updates and expands each six months, identifies the purchasing agents in major corporate and government agencies specifically responsible for contracting with minority-owned businesses.

To further facilitate such contacts, Hispanic-owned businesses may also submit their names for inclusion in **HispanLink**, a databank **HISPANIC BUSINESS** makes available to corporations seeking minority vendors. The introduction to "Contacts for Contracts" provides the details.

Another feature this month is the annual "Book of Lists." This corporate resource book provides our most requested lists in a handy pull-out form.

So, if knowledge is power, here it is.

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Book of Lists

Hispanic Employee Organizations In Major U.S. Corporations

Company	Organization	Top Officers
Allstate Insurance Co.	Hispanic Forum	Lee Cockrum, President (708) 402-3469
American Telephone & Telegraph Co. (AT&T)	Hispanic Association of AT&T Employees (HISPA)	Ben Cavazos, President (201) 658-6398; Heddy Peña, Vice President
Avon Products, Inc.	Avon Hispanic Network	Arleane Baltruisitis, Chairperson (212) 546-8053, and Felicia Farentino, Co-Chairperson
Bellcore Inc.	Bellcore Association of Hispanics in Telecommunications	Juan Gutierrez, President (809) 829-3020
Digital Equipment Corp. (DEC)	Hispanic Leadership Group	Rosaura Cepeda, Chairperson (508) 467-5770
Illinois Bell Telephone Co.	Hispanic Bell Management Association (HBMA)	Henry Lara, President (312) 727-5619
McDonald's Corp.	McDonald's Hispanic Employee Network	Joe Quijano, Ed Florez, Charlie Barajas, Francisco Montejano (312) 575-6373, Lorenzo Uribe, Haydee Olinger, Stella Puterbaugh, members of the Steering Committee
Nynex Corp.	Hispanic Support Organization (HSO)	Luis Lopez (212) 302-6635, Robert Ramirez, Carmen Rivera, Lourdes Torres, Nelson Zapata, members of the Executive Board
Pacific Gas and Electric Company	Hispanic Employee Organization	Jose Martinez, President (209) 576-6613
Pacific Telesis Group	Latino Professional Association	Francisco de la Cruz, President (415) 823-8299
Southern New England Telephone	Council of Hispanic Managers	John E. Padilla, President (203) 771-1418
Southwestern Bell Corp.	Hispanic Association of Communication Employees (HACEMOS)	David Ortiz, President, National Governing Board (915) 542-2151
U S West Inc.	SOMOS, a U S West Hispanic Resource Network	Felix A. Alvarez, Regional President (206) 947-8085
Xerox Corp.	Hispanic Association for Professional Advancement (HAPA)	David Cuestas, National President (214) 830-5761

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The 100 Fastest Growing Companies

Rank	Company/Location/Type Business	Sales Growth 1985-1989 Percent Increase Compound Annual Rate	Gross Sales* 1985 1989	Profit Range** 85 89	No. of Employees 85 89	Year Started
1	Arcom Electronics Inc. , San Jose, CA Data Com. Hardware Dist.	20037.47	276.70	0.03 6.01	EE DD	2 30 1985
2	Comprehensive Technologies Int'l , Chantilly, VA Software Development	11794.74	230.25	0.10 11.30	EE CC	3 205 1980
3	McBride and Associates Inc. , Albuquerque, NM Computer Products/Services	11740.00	229.87	0.13 14.80	CC CC	2 27 1985
4	Atlantic Resources Corp. , Reston, VA Research & Development	7769.34	197.84	0.02 1.95	CC AA	2 65 1984
5	Orion Int'l Technologies Inc. , Albuquerque, NM Engr./Scientific Services	5968.28	179.10	0.06 3.63	EE CC	4 55 1984
6	Sciencetech Inc. , Idaho Falls, ID Engineering/Mgt. Consulting	5900.00	178.32	0.15 9.00	BB BB	8 120 1983
7	Jason Int'l Optical Inc. , Elizabeth, NJ Eyeglass Frames	2910.20	134.23	0.10 2.95	CC AA	4 13 1983
8	Simdex Co. Inc. , Houston, TX Vocational/Technical Schools	1884.97	111.08	0.26 5.23	BB AA	12 140 1985
9	The Vincam Group , Miami, FL Diversified Group	1781.25	108.26	1.60 30.10	CC CC	80 1850 1984
10	TMC Electronics Corp. , Miami, FL Electronic Parts Dist.	1546.29	101.43	0.18 2.88	BB BB	2 3 1984
11	ITC Personnel Services , Houston, TX Personnel Services	1528.74	100.89	0.15 2.41	EE CC	2 6 1985
12	M&M Automated Services Corp. , Amherst, NH Computer Supplies	1372.87	95.90	0.26 3.80	CC BB	3 8 1982
13	Pueblo Broadcasting Corp. , Houston, TX Television Advertising	1235.11	91.15	0.54 7.26	EE BB	2 46 1984
14	Odell's Int'l Licensing , Miami, FL Marketing/Promo. Items	1150.00	88.03	0.20 2.50	EE AA	3 29 1985
15	RJO Enterprises Inc. , Lanham, MD Government R&D	1104.92	86.31	5.00 60.25	CC DD	100 600 1979
16	Melloul Travel Consultants , Coral Gables, FL Travel Management	1025.00	83.14	1.20 13.50	CC BB	3 20 1961
17	Tamez-Thomas Inc. , Houston, TX Masonry Contracting	991.20	81.75	0.50 5.46	BB BB	25 125 1985
18	Jay Automotive Specialties Inc. , Berlin, PA Automotive Parts	904.16	78.01	1.29 12.95	EE CC	15 81 1976
19	J.R. Food Service Inc. , Chino, CA Food Services	833.33	74.79	0.45 4.20	AA BB	7 17 1981
20	E.T. LaFORE Inc. , Denver, CO General Contracting	798.70	73.14	1.09 9.80	EE CC	16 45 1977
21	Lucero & Assoc. Inc. , Idaho Falls, ID Computer Sales/Service	769.10	71.70	0.94 8.13	BB BB	3 16 1984
22	Shifa Services Inc. , Hackensack, NJ Janitorial Services	695.40	67.94	0.65 5.17	CC CC	80 210 1980
23	Cordoba Corp. , Los Angeles, CA Systems Devel. Consulting	639.37	64.90	0.68 5.00	CC BB	9 100 1983
24	South Florida Health Alliance , Miami, FL Medical Supplies	632.55	64.52	1.30 9.52	CC CC	5 18 1983
25	Spectrum Communications , Corona, CA Voice/Data Design	627.94	64.26	0.07 0.50	BB AA	3 15 1985
26	Serrot Corp. , Huntington Beach, CA Pond/Tank Linings	607.14	63.07	2.80 19.80	CC CC	46 160 1978
27	Rivasal Int'l , Cincinnati, OH Int'l Marketing	550.00	59.67	1.00 6.50	DD BB	1 3 1982
28	Union General Insurance Co. , Miami, FL Auto Insurance	532.22	58.57	1.80 11.38	EE BB	10 52 1985
29	Di-REC Services , Dallas, TX Personnel Services	522.84	57.98	0.33 2.08	BB BB	3 5 1983
30	Eagle Transportation & Warehousing , Miami, FL Transportation/Warehousing	505.56	56.87	0.61 3.70	CC BB	9 48 1982
31	Nick Mendoza Productions , Burbank, CA Commercials Production	500.00	56.51	0.50 3.00	EE BB	5 10 1984
32	Tramex Travel , Austin, TX Travel Services	500.00	56.51	1.50 9.00	CC CC	5 34 1984
33	L&M Technologies Inc. , Albuquerque, NM Engineering	490.91	55.91	1.10 6.50	CC CC	35 160 1972

*In millions of dollars. **Profit Range: AA 16% or more, BB 6-15%, CC 1-5%, DD 0-1%, EE loss. Source: Bureau of Economic Analysis. Reprinting or copying all or part of this information requires written permission.

The 100 Fastest Growing Companies

Rank	Company/Location/Type Business	Sales Growth 1985-1989		Gross Sales*		Profit Range**		No of Employees		Year Started
		Percent Increase	Compound Annual Rate	1985	1989	85	89	85	89	
34	Uniforce Temporary Services , Farmington, NM Temporary Personnel Services	479.61	55.16	0.55	3.20	BB	BB	7	14	1981
35	Paragon Builders Inc. , Laredo, TX General Contracting	473.30	54.74	0.40	2.29	BB	AA	1	9	1979
36	North Shore & Central IL Freight Co. , Forest View, IL Trucking Services	462.50	54.00	0.80	4.50	DD	BB	8	49	1930
37	TR Cos. , Houston, TX Personnel Services	455.92	53.55	1.56	8.68	—	BB	10	46	1984
38	Spanish Broadcasting System , New York, NY Radio Stations	450.00	53.14	6.00	33.00	AA	AA	90	150	1983
39	Main Line Foto Inc. , Conshohocken, PA Photographic Product Sales	441.67	52.56	1.20	6.50	CC	AA	5	16	1983
40	Corella Electric Inc. , Phoenix, AZ Electrical Contracting	430.31	51.75	2.07	11.00	—	BB	17	45	1978
41	Scion Steel Inc. , Warren, MI Steel Dist.	429.17	51.67	2.40	12.70	AA	AA	4	23	1984
42	CMA Inc. , El Paso, TX Construction Management	422.80	51.21	2.52	13.20	BB	CC	55	90	1983
43	Hernandez Engineering Inc. , Houston, TX Engineering Services	422.20	51.17	0.71	3.71	CC	CC	6	50	1983
44	Computer Resource Management Inc. , Herndon, VA Computer Software Services	415.77	50.70	1.93	9.98	CC	CC	35	180	1978
45	Manny Varas & Assoc. , Miami, FL Insurance	408.33	50.15	1.20	6.10	BB	BB	96	704	1976
46	Protech Corp. , Tarrytown, NY Office Supplies/Equipment	400.00	49.53	2.10	10.50	AA	AA	25	65	1980
47	Biomedical Int'l Corp. , Miami, FL Medical/Lab. Products Dist.	383.80	48.31	0.63	3.04	CC	BB	3	7	1982
48	Alto Systems Inc. , La Mirada, CA Warehouse/Dist.	383.45	48.28	0.72	3.48	CC	BB	15	50	1983
49	Alliance Supply Inc. , Newton, MA Stocking Dist.	380.00	48.02	0.75	3.60	BB	CC	5	18	1985
50	Jesse Fence Co. Inc. , Houston, TX Fence Retail/Whsl.	373.21	47.49	0.56	2.65	CC	BB	15	70	1983
51	Letterpress Unlimited , Santa Ana, CA Foil Stamping/Embossing	370.00	47.24	0.50	2.35	BB	BB	15	60	1978
52	Pacifica Services Inc. , Pasadena, CA Civil Engineering	360.53	46.49	7.60	35.00	BB	BB	186	590	1979
53	Northeast Commonwealth Inc. , Lakewood, NJ Heavy Construction	351.71	45.79	2.10	9.49	CC	AA	12	30	1978
54	Infotec Development Inc. , Santa Ana, CA High Tech. Engineering	351.14	45.74	11.78	53.12	CC	CC	125	718	1978
55	Plastec U.S.A. Inc. , Miami, FL Plastic/Chemical Sales	350.00	45.65	2.00	9.00	BB	BB	3	9	1985
56	Textile Machines Imp. Exp. Co. Inc. , Roebuck, SC Textile Machine Sales	344.85	45.23	1.25	5.58	EE	DD	12	25	1978
57	Salas Concessions Inc. , Nashville, TN Food Services	343.30	45.10	0.82	3.65	BB	BB	4	357	1980
58	Economy Laundries , El Paso, TX Industrial Laundry	338.34	44.69	2.79	12.21	BB	BB	150	400	1972
59	Nat'l Commun. Sales Promo. Limited Corp. , Miami, FL Sales Promotions	338.13	44.68	0.80	3.51	CC	CC	9	28	1982
60	Algus Enterprises Inc. , Miami, FL Tires/Tubes Dist.	337.50	44.63	2.40	10.50	—	—	8	16	1974
61	Miranda Assoc. Inc. , Washington, DC Int'l Management Services	337.50	44.63	1.60	7.00	CC	BB	30	30	1975
62	Ram Enterprises Inc. , Valencia, CA Electronic Cable Mfg.	333.33	44.28	1.20	5.20	—	—	2	21	1985
63	Carrillo Cement Contractor Inc. , Anaheim, CA Concrete Contracting	324.41	43.53	0.99	4.21	AA	AA	9	45	1978
64	Fernandez & Assoc. , Denver, CO Accounting Services	322.22	43.35	0.59	2.47	DD	BB	32	96	1976
65	National Systems & Research Co. , Colorado Springs, CO Information Systems Services	321.51	43.29	5.60	23.60	CC	CC	162	468	1980
66	Interamerican Trading & Products , Miami, FL Frozen Seafood Importing	320.00	43.16	2.50	10.50	CC	CC	5	3	1983

*In millions of dollars. **Profit Range: AA: 16% or more; BB: 6% - 15%; CC: 1% - 5%; DD: 0% - 1%; EE: loss. —: No info. B: below; FV: Reprinting or copying all or part of this information requires written permission.

The 100 Fastest Growing Companies

Rank	Company/Location/Type Business	Sales Growth 1985-1989 Percent Increase	Compound Annual Rate	Gross Sales* 1985	Gross Sales* 1989	Profit Range** 85	Profit Range** 89	No. of Employees 85	No. of Employees 89	Year Started
67	World Variety Produce Inc. , Los Angeles, CA Wholesale Produce	316.67	42.87	3.60	15.00	—	—	20	75	1984
68	Hugo's Cleaning Service Inc. , Lisle, IL Janitorial Services	311.18	42.40	2.43	10.00	DD	CC	100	450	1971
69	Alaniz & Sons Inc. , Mt. Pleasant, IA Direct Mail Services	306.66	42.01	1.98	8.03	—	—	50	379	1978
70	Ready State Bank , Hialeah, FL Commercial Bank	304.64	41.83	3.94	15.94	BB	BB	47	133	1983
71	Equity Temporary Services , New York, NY Temporary Personnel Services	300.00	41.42	1.00	4.00	EE	BB	2	10	1985
72	Precision Trading Corp. , Miami, FL Consumer Electronics	298.10	41.25	16.08	64.00	—	BB	13	35	1979
73	Eagle Brands Inc. , Miami, FL Beer Distributorship	297.83	41.23	18.40	73.20	—	—	50	183	1984
74	R&R Masonry Inc. , North Hollywood, CA Masonry Contracting	295.76	41.04	2.89	11.43	BB	—	50	85	1963
75	El Paso-Fairview Foods Inc. , El Paso, TX Egg Dist.	295.75	41.04	0.81	3.20	CC	CC	5	14	1985
76	JJJ Floor Covering Inc. , Whittier, CA Carpet/Floor Covering	294.44	40.93	1.80	7.10	BB	AA	15	35	1964
77	Maya Construction Co. , Tucson, AZ General Contracting/Engr.	288.55	40.40	14.16	55.00	BB	CC	182	320	1977
78	Securiguard Inc. , McLean, VA Security Guard Service	285.74	40.14	2.83	10.92	CC	CC	185	525	1982
79	Chem-Tech Systems Inc. , Los Angeles, CA Chemical Storage Facility	274.81	39.14	2.10	7.86	DD	BB	32	40	1980
80	Valor Financial Group , Miami, FL Life/Health Insurance	274.24	39.09	0.98	3.65	EE	BB	21	54	1976
81	Greenbar Corp. , Thornton, CO Computer Sales/Service	273.52	39.02	0.88	3.29	DD	CC	4	17	1984
82	Cacique Inc. , City of Industry, CA Cheese & Meat Mfg./Dist.	269.52	38.65	10.50	38.80	BB	BB	80	195	1974
83	Ferrous Metal Processing Inc. , Brooklyn, OH Sheet Metal Processing	263.09	38.04	2.64	9.60	BB	BB	38	123	1983
84	Campos Construction Co. , Omaha, NE General Contracting	257.14	37.47	2.10	7.50	CC	CC	15	48	1977
85	Diamonette Party Supplies , Miami, FL Retail Party Supplies	256.17	37.38	0.26	0.93	DD	EE	6	18	1984
86	R&D Development Inc. , Chicago, IL General Contracting	253.33	37.10	1.87	6.62	BB	CC	30	65	1977
87	Advanced Data Concepts Inc. , Portland, OR Computer Systems	250.78	36.85	1.31	4.60	BB	CC	70	190	1978
88	Mexican Industries in Michigan Inc. , Detroit, MI Automotive Trim Mfg.	249.13	36.69	10.90	38.06	CC	CC	135	261	1979
89	A&C Export Corp. , Miami, FL Office Supply Export	248.55	36.64	0.66	2.29	CC	BB	5	9	1980
90	Apache Construction Co. Inc. , Albuquerque, NM General Contracting	247.55	36.54	1.49	5.18	DD	CC	20	30	1981
91	H-R Industries Inc. , Richardson, TX Circuit Board Mfg.	247.32	36.52	3.23	11.23	EE	CC	53	100	1976
92	JCI Environmental Services , Los Angeles, CA Hazardous Waste Disposal	246.13	36.40	4.25	14.70	—	CC	38	50	1969
93	Florida Desk Inc. , Oviedo, FL Office Furniture	245.99	36.38	1.16	4.00	CC	BB	15	40	1979
94	Sardo Corp. , Novi, MI Concrete Construction	242.82	36.07	3.35	11.50	CC	CC	85	110	1956
95	Rosas Computer Co. Inc. , Corpus Christi, TX Computer Sales	237.81	35.57	2.70	9.12	BB	BB	26	68	1983
96	Borbon Inc. , Buena Park, CA Painting/Wall Covering	233.33	35.12	1.50	5.00	CC	BB	25	60	1976
97	El Rey Sausage Co. Inc. , Vernon, CA Sausage Mfg.	233.33	35.12	1.50	5.00	—	DD	18	51	1983
98	Super Mex Inc. , Sun Valley, CA General Contracting	226.67	34.44	4.50	14.70	BB	BB	25	65	1975
99	Alamo Technology Inc. , San Antonio, TX Engineering/Mfg.	225.95	34.37	1.40	4.58	CC	BB	20	50	1981
100	Intercontinental Metals Inc. , Miami, FL Aerospace Metals Dist.	216.60	33.39	6.63	21.00	—	BB	18	34	1978

*In millions of dollars **Profit Range: AA: 16% or more, BB: 6%-15%, CC: 1%-5%, DD: 0-1%, EE: loss. Source: Business Inc. Reprinting or copying all or part of this information requires written permission.

The 500 Directory

Rank 1989	Rank 1988	Company and Location	Chief Executive	Type of Business	Number of Employees	Year Started	1989 Sales*
1	1	Bacardi Imports, Inc., Miami, FL	Juan Grau	Import/Dist. Rum/Wine	280	1944	\$500.00
2	2	Goya Foods, Inc., Secaucus, NJ	Joseph Unanue	Hispanic Food Mfg./Mktg.	1500	1936	320.00
3	3	Sedano's Supermarkets, Miami, FL	Manuel A. Herran	Supermarket Chain	1360	1962	198.24
4	5	Handy Andy Supermarkets, San Antonio, TX	A. Jimmy Jimenez	Supermarket Chain	1892	1983	155.74
5	4	Galeana Van Dyke Dodge, Warren, MI	Frank Galeana	Auto Dealerships	241	1965	141.93
6	13	Pizza Management, Inc., San Antonio, TX	Arturo G. Torres	Restaurant Chain	4500	1972	134.50
7	7	Frank Parra Chevrolet, Inc., Irving, TX	Frank Parra	Auto Dealerships	245	1971	125.75
8	12	Ancira Enterprises, Inc., San Antonio, TX	Ernesto Ancira, Jr.	Auto Dealerships	264	1983	117.65
9	*	Int'l Bancshares Corp.,** Laredo, TX	Dennis E. Nixon	Commercial Banks	322	1966	114.88
10	14	Capital Bancorp.,** Miami, FL	Abel Holtz	Commercial Bank	650	1974	110.28
11	6	Gus Machado Enterprises, Inc., Hialeah, FL	Gus Machado	Auto Dealerships	315	1982	102.23
12	11	Northwestern Meat, Inc., Miami, FL	Elpidio Nunez	Wholesale Beef/Seafood Dist.	110	1961	96.31
13	*	Sekin Transport Int'l, Dallas, TX	Peter Gibert	Customs Broker/Freight Fwdg.	162	1984	89.00
14	17	Condal Distributors, Inc., Bronx, NY	Manuel B. Fernandez	Wholesale Food Dist.	250	1968	87.00
15	*	Gaseteria Oil Corp., Long Island City, NY	Oscar Porcelli	Gasoline Stations	440	1973	85.00
16	24	Lloyd A. Wise Cos., Inc., Oakland, CA	Anthony A. Batarese, Jr.	Auto Dealerships	150	1914	82.70
17	15	El Chico Corp.,** Dallas, TX	Gilbert Cuellar, Jr.	Restaurant Chain	3800	1940	81.34
18	35	Mexalloy Int'l, Inc., Mobile, AL	Enrique Gomez Palacio	Ferroalloys Dist.	8	1983	80.94
19	16	H&H Meat Products, Inc., Mercedes, TX	Ruben E. Hinojosa	Meat Packing/Dist.	350	1947	79.00
20	19	Travelmasters, Inc., Arlington Heights, IL	George Brandes	Corporate Travel Consulting	102	1973	78.20
21	20	Perez Interboro Asphalt Co., Inc., Brooklyn, NY	Robert Perez	Asphalt Mfg./Construction	350	1972	76.70
22	18	American Int'l Container, Miami, FL	Remedios Diaz Oliver	Glass Container Dist.	169	1976	76.50
23	21	Rosendin Electric, Inc., San Jose, CA	Raymond J. Rosendin	Electrical Contracting	600	1919	76.00
24	22	Eagle Brands, Inc., Miami, FL	Carlos de la Cruz	Beer Distributorship	183	1984	73.20
25	28	Banana Services, Inc., Coral Gables, FL	Rodrigo Jimenez P.	Banana Importing	12	1981	65.63
26	23	Precision Trading Corp., Miami, FL	Israel Lapciuc	Consumer Electronics	35	1979	64.00
27	33	RJO Enterprises, Inc., Lanham, MD	Richard J. Otero	Government R&D	600	1979	60.25
28	29	TELACU, Los Angeles, CA	David C. Lizarraga	Holding Company	550	1968	60.00
29	42	Ruiz Food Products, Inc., Tulare, CA	Frederick R. Ruiz	Mexican Food Mfg.	800	1966	56.80
30	47	Maya Construction Co., Tucson, AZ	Roberto C. Ruiz	General Contracting/Engr.	320	1977	55.00
31	36	Frederick Chevrolet Cadillac, Inc., Lebanon, PA	Frederick C. Laurenzo	Auto Dealership	93	1984	54.01
32	39	Infotec Development, Inc., Santa Ana, CA	J. Fernando Niebla	High Tech. Engineering	718	1978	53.12
33	38	Metro Ford, Inc., Miami, FL	Lombardo Perez	Auto Dealerships	123	1983	52.63
34	30	Gator Industries, Inc., Hialeah, FL	Guillermo Miranda, Jr.	Shoe Mfg.	985	1969	52.00
35	50	Vega Enterprises, Inc., Las Vegas, NV	Rafael E. Vega	Food Service/Whls./Sales	110	1983	51.52
36	44	Avanti Press, Inc., Miami, FL	Jose Arriola	Web Offset Printing	380	1965	51.00
37	32	Colsa, Inc., Huntsville, AL	Francisco J. Collazo	Engineering Services	500	1980	50.00
38	27	La Reina Cos., Inc., Los Angeles, CA	Mauro P. Robles, Sr.	Mexican Food Mfg.	550	1958	48.00
39	41	Ramos Oil Co., Inc., West Sacramento, CA	William Ramos	Petroleum Products Dist.	102	1951	46.00
40	60	AIB Financial Group, Inc., Miami, FL	Jose M. Alvarez	Holding Co./Insurance	226	1986	45.60
41	67	Refricenter of Miami, Inc., Miami, FL	Cirilio Hernandez	Air Cond./Supply/Service	155	1971	45.28
42	45	Business Men's Insurance Corp., Miami, FL	Tony M. Sierra	Life/Health Insurance	56	1973	45.00
43	48	World Travel & Incentives, Inc., Minneapolis, MN	Robert L. Cox	Travel Service	140	1975	40.00
44	37	Angel Echevarria Co., Inc., Los Angeles, CA	Angel M. Echevarria	Flotation Mattress Mfg.	310	1966	39.00
45	58	Cacique, Inc., City of Industry, CA	Gilbert L. de Cardenas	Cheese & Meat Mfg./Dist.	195	1974	38.80
46	71	Mexican Industries in Michigan, Inc., Detroit, MI	Henry J. Aguirre	Automotive Trim Mfg.	135	1979	38.06
47	51	Mason Distributors, Inc., Miami, FL	Carlos J. Rodriguez	Vitamins/Healthcare Dist.	220	1967	36.70
48	53	Gato Distributors, Miami, FL	Juan A. Galan, Jr.	Wholesale Beer Dist.	128	1986	36.00
49	*	Barrientos & Associates, Inc., Madison, WI	Julian Barrientos	Engr./Architectural Consulting	70	1964	35.50
50	70	Pacifica Services, Inc., Pasadena, CA	Ernest M. Camacho	Civil Engineering	590	1979	35.00

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51	57	1-Day Paint & Body Centers, Inc., Torrance, CA	Javier R. Uribe	Auto Painting/Bodywork	650	1967	33.10
52	90	Spanish Broadcasting System, New York, NY	Raul Alarcon, Jr.	Radio Stations	150	1983	33.00
53	65	Magnet Industrial Group, Inc., Milford, CT	John Soto	Aircraft Parts Mfg.	300	1970	32.00
54	62	Popular Ford Sales, Inc., Brooklyn, NY	Harry Risso	Auto Dealership	72	1980	31.56
55	•	The Vincam Group, Miami, FL	Carlos A. Saladrigas	Diversified Group	1850	1984	30.10
56	49	Computer Dynamics, Inc., Virginia Beach, VA	R. Alan Fuentes	System Integration	450	1979	30.00
57	66	Reynoso Bros. Int'l, Vernon, CA	Jose Reynoso	Mexican Food Mfg.	100	1979	30.00
58	74	Advanced Sciences, Inc., Albuquerque, NM	Ed L. Romero	Engineering/Environ. R&D	320	1977	29.60
59	72	La Cena Fine Foods Ltd., Saddle Brook, NJ	Vicente P. Puig	Food Imports/Dist.	92	1963	29.50
60	75	Best Western Paving Co., Walnut, CA	James Ortega	Gen. Engineering/Paving	100	1976	29.00
61	80	Riana Enterprises, Inc., Baton Rouge, LA	Jose R. Tarajano	General Contracting	500	1974	29.00
62	115	Stadium Lincoln-Mercury, Youngstown, OH	Flor H. Navarro	Auto Dealership	81	1982	29.00
63	69	Sanchez O'Brien Oil & Gas Corp., Laredo, TX	A.R. Sanchez, Sr.	Oil/Gas Exploration	67	1973	28.00
64	79	J.T. Slocumb Co., S. Glastonbury, CT	E. John Gregory	Aircraft Engine Components	340	1891	27.80
65	88	El Dorado Furniture Corp., Miami, FL	Manuel Capo	Retail Home Furnishings	209	1967	27.61
66	64	Metro Litho, Inc., Moonachie, NJ	Manuel de Torres	Lithographic Repro./Printing	120	1964	27.00
67	56	M&E Ford Sales, Inc., Meriden, CT	Manuel Pombo	Auto Dealership	70	1963	26.75
68	73	Camino Real Chevrolet, Monterey Park, CA	Mike A. Hernandez	Auto Dealership	96	1976	26.00
69	•	Malaco Int'l, Inc., San Francisco, CA	Manuel Llama	Petroleum Products/Chemicals	7	1977	26.00
70	81	All-State Packing Co., Inc., San Antonio, TX	Jesse M. Quiroz	Beef Packing	80	1966	25.50
71	87	Quality Roofing Co., Inc., Passaic, NJ	Roger Martin	Roofing Contracting	250	1972	25.20
72	94	De La Torre Imports, Inc., Miami, FL	Homer R. de la Torre	Shoe Importing	15	1977	25.04
73	61	The Bared & Company, Inc., Miami, FL	Jose Bared	Mechanical Contracting	125	1967	25.00
74	89	Infra's, Inc., Houston, TX	Roland Laurenzo	Mexican Restaurants	850	1973	25.00
75	•	Golden Triangle Ford, Inc., Eustis, FL	J.C. Thomas	Auto Dealership	66	1980	24.89
76	83	C&F Foods, Inc., City of Industry, CA	Manuel G. Fernandez	Dry Food Dist./Exporting	65	1972	24.64
77	111	National Systems & Research Co., Colo. Springs, CO	Celestino Archuleta	Information Systems Services	468	1980	23.60
78	92	Sani Serv, Inc., Indianapolis, IN	G.E. Aguirre	Ice Cream & Yogurt Mach. Mfg.	170	1977	23.40
79	105	F. Gavina & Sons, Inc., Vernon, CA	Pedro L. Gavina	Specialty Coffee Roasting	98	1967	23.00
80	103	Rodriguez Festive Foods, Inc., Fort Worth, TX	Rudy Rodriguez, Jr.	Mexican Food Mfg.	450	1965	23.00
81	82	Cantu Services, Inc., Burkburnett, TX	Ricardo M. Cantu	Food Service/Restaurant	1150	1981	22.07
82	130	Dickshire Distributing, El Paso, TX	Ramiro Guzman	Beer Distributing	95	1988	21.80
83	128	Paul Young Chevrolet, Inc., Laredo, TX	Paul Young	Auto Dealership	86	1941	21.28
84	•	Matlyn-Stofel Foods, Inc., Brooklyn, NY	Roberto Arguello, Sr.	Supermarket Chain	180	1982	21.22
85	96	Cabo Distributing Co., Inc., S. El Monte, CA	Federico Cabo	Beverage/Food Dist.	37	1970	21.00
86	147	Intercontinental Metals, Inc., Miami, FL	Antonio Guedes	Aerospace Metals Dist.	34	1978	21.00
87	110	North Gables Hospital, Coral Gables, FL	Darrell Guillory	Health Care	175	1984	21.00
88	100	S.E.S., Inc., West Chicago, IL	Steven L. Martinez	Construction Equip.	75	1968	20.79
89	•	Antillean Marine Shipping Corp., Miami, FL	Manolo Rodriguez	Ocean Carrier	78	1963	20.72
90	101	Abbott Group Ltd., Chicago, IL	Nelson Carlo	Holding Company	160	1978	20.00
91	136	Arga's Mexican Food Products, Whittier, CA	Robert Arciniaga	Mexican Food Mfg.	300	1959	20.00
92	126	De Lara Travel Consultants, Coral Gables, FL	Hector G. de Lara, Jr.	Corporate Travel Agent	42	1974	20.00
93	141	Mendez Dairy/Tropical Cheese Co., Perth Amboy, NJ	Rafael Mendez	Dairy/Cheese Mfg.	65	1982	20.00
94	123	Candy's Tortilla Factory, Inc., Pueblo, CO	Anthony Estrada	Mexican Food Mfg.	380	1982	19.90
95	•	Interstate Courier, Inc., White Plains, NY	Roberto Vilato	Delivery Service	278	1976	19.85
96	84	Serrot Corp., Huntington Beach, CA	Guillermo M. Torres	Pond/Tank Linings	160	1978	19.80
97	106	Omniplan Corp., Culver City, CA	R.E. Montijo, Jr.	Technical/Consult. Service	480	1971	19.68
98	113	Graphic Productions Co., Miami, FL	Noel Hernandez	Printers/Lithography	139	1974	18.80
99	54	Jimenez Food Products, Inc., Fort Worth, TX	Raul Jimenez, Jr.	Mexican Food Mfg.	200	1953	18.80
100	114	The Washington Consulting Group, Inc., Wash., DC	Armando C. Chapelli, Jr.	Management Consulting	275	1979	18.60

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101	108	Rowland Coffee Roasters, Inc., Miami, FL	Jose Souto	Specialty Coffee Roasting	105	1960	18.30
102	•	Evans Food Products Co., Chicago, IL	Alejandro Silva	Snack Food Mfg.	132	1948	18.20
103	•	De La Fuente Cadillac Peugeot, El Cajon, CA	Roque de la Fuente	Auto Dealership	42	1980	18.18
104	117	Terrinvest, Inc., Miami, FL	Alejandro Robles	Property Development	20	1977	18.10
105	144	Barrios Technology, Inc., Houston, TX	Emyre B. Robinson	Engr./Tech. Services	420	1980	17.80
106	148	San Diego Wholesale Electronic, San Diego, CA	Robert Zamarripa	Electrical Dist.	54	1983	17.50
107	99	Dynamic Ocean Svs. Int'l, Inc., Houston, TX	Alexander G. Arroyos	Customs Broker/Freight Fwdg.	54	1969	17.31
108	129	Spillies Candela & Partners, Inc., Coral Gables, FL	Hilario F. Candela	Architecture/Engineering	215	1926	17.19
109	86	Ocean Dodge & Marine, Inc., Oakhurst, NJ	Tony Gomez	Auto/Boat Dealerships	40	1975	17.00
110	120	Richard Electric Supply Co., Inc., Miami, FL	Julian Fernandez, Jr.	Electrical Dist.	62	1962	16.90
111	93	Town Lake Chrysler Plymouth, Inc., Austin, TX	Frank Torrando	Auto Dealership	50	1981	16.86
112	•	Interamerican Engineers Corp., Miami, FL	Enrique A. Pereira	Building Construction	72	1980	16.38
113	•	Ready State Bank, Hialeah, FL	Enrique O. Ortiz	Commercial Bank	133	1983	15.94
114	124	Kemron Environmental Services, Inc., McLean, VA	Juan J. Gutierrez	Environmental Consulting	300	1975	15.76
115	138	Gateway Chevrolet, Buena Park, CA	Michael A. Padilla	Auto Dealership	55	1978	15.74
116	•	High Coffee Corp., Houston, TX	Antonio Pinero	Coffee Importing	5	1986	15.68
117	173	Florida Roads Co., Miami, FL	Jose M. Nessi	Road Construction	214	1970	15.50
118	179	Estrella Insurance, Inc., Miami, FL	Nicolas Estrella	Insurance	52	1978	15.30
119	•	C. Sanchez & Sons, Inc., Solvang, CA	Clayton Sanchez	General Contracting	50	1952	15.00
120	•	World Variety Produce Inc., Los Angeles, CA	Joe V. Hernandez	Wholesale Produce	75	1984	15.00
121	121	Valley Oldsmobile West, Inc., Bakersfield, CA	Remey S. Ortiz	Auto Dealership	53	1983	14.92
122	•	McBride, Inc., Albuquerque, NM	Teresa McBride	Computer Products/Services	27	1985	14.80
123	257	JCI Environmental Services, Los Angeles, CA	Julian Carrasco	Hazardous Waste Disposal	50	1969	14.70
124	•	Super Mex, Inc., Sun Valley, CA	James V. Gonzalez	General Contracting	65	1975	14.70
125	149	Ed Cordero Chevrolet, Pacifica, CA	Edward C. Cordero	Auto Dealership	40	1960	14.50
126	176	Gonzalez Design Engineering, Madison Hts., MI	R.J. Gonzalez	Engineering Consulting	335	1975	14.40
127	131	Heritage Buick-GMC Truck, Inc., East Providence, RI	Robert J. Benitez	Auto Dealerships	35	1980	14.34
128	139	All Modes Transport, Inc., Elizabeth, NJ	Anthony Ruiz	Air/Surface Transportation	95	1983	14.30
129	157	Cottage Development, San Clemente, CA	David G. Gutierrez	Residential Development	6	1983	14.10
130	•	Crown Worldwide Moving & Storage, San Leandro, CA	Carlos da Costa	Household Goods Relocation	62	1972	14.00
131	135	Gancedo Lumber Co., Miami, FL	Martin Perez	Hardware & Building Material	85	1969	14.00
132	125	Government Micro Resources, Chantilly, VA	Humberto A. Pujals	Microcomputers Support	29	1981	13.80
133	•	Packaging Service Co., Inc., Pearland, TX	Gabriel Baizan	Solvent/Chemical Packaging	37	1971	13.76
134	186	Chaides Construction Co., Inc., Fremont, CA	Rudy Chaides	General Contracting	50	1962	13.50
135	•	Melloul Travel Consultants, Coral Gables, FL	Sonia Delgado	Travel Management	20	1961	13.50
136	145	Interamerican Bank FSB, Miami, FL	Agustin C. Velasco	Commercial Bank	63	1976	13.48
137	221	Balli/Gomez & Assoc., Brownsville, TX	Rudy V. Gomez	Architecture	5	1977	13.20
138	182	CMA, Inc., El Paso, TX	Robert Ortega	Construction Management	90	1983	13.20
139	•	All City Electrical Supply, Artesia, CA	Irma Maria Z. De Johnson	Electrical Dist.	46	1977	13.10
140	170	Albert H. Half Assoc., Inc., Dallas, TX	Jose I. Novoa	Civil Engineering	200	1954	13.00
141	178	Las Vegas Fertilizer Co., Inc., N. Las Vegas, NV	George Jaramillo	Lawn/Garden Prod. Dist.	35	1944	13.00
142	127	Marsden Reproductions, Inc., New York, NY	Frank Flores	Printing/Graphics	200	1950	13.00
143	140	Robert Arranaga & Co., Inc., Los Angeles, CA	Robert C. Arranaga	Food Service/Dist.	50	1957	13.00
144	153	Jay Automotive Specialties, Inc., Berlin, PA	John A. Sotomayor	Automotive Parts	81	1976	12.95
145	192	Valverde Construction, Inc., Santa Fe Springs, CA	Joe A. Valverde	Underground Construction	55	1972	12.93
146	143	Far West Meats, Highland, CA	Michael Serrato	Wholesale Meat	50	1962	12.90
147	185	Scion Steel, Inc., Warren, MI	Carlos E. Hurches	Steel Dist.	23	1984	12.70
148	•	Solvents & Chemicals, Inc., Pearland, TX	Gabriel Baizan	Solvents/Chemicals Dist.	13	1981	12.60
149	166	Development Assoc., Inc., Arlington, VA	Leveo V. Sanchez	Mgmt./Gov't. Consult.	115	1969	12.50
150	162	Cardenas Motors, Inc., Brownsville, TX	Renato E. Cardenas	Auto Dealerships	45	1971	12.48

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151	195	Corro-Flo Engineering, Inc., Louisville, KY	Guillermo J. Vanegas	Plastic Pipes/Ventilation	83	1972	12.30
152	205	Economy Laundries, El Paso, TX	J.C. Viramontes	Industrial Laundry	400	1972	12.21
153	142	Martin Metal Finishing, Inc., Lynwood, CA	Pete Martin	Architectural Finishing	213	1965	12.06
154	158	Baca Motors, Inc., Belen, NM	Ruben Albert Baca	Auto Dealership	38	1979	12.00
155	187	S.O.S. Office Systems, Inc., Pinellas Park, FL	Mitchell A. Meana	Office Machines	129	1972	12.00
156	150	Cordova Bolt, Inc., Buena Park, CA	Moses E. Cordova	Nut/Bolt/Screw Dist.	46	1975	11.93
157	•	M/G Electric Co., Medley, FL	Manuel Garcia, Jr.	Electric Motor Sales/Service	150	1971	11.51
158	172	Sardo Corp., Novi, MI	Vincent Doa, Sr.	Concrete Construction	110	1956	11.50
159	207	R&R Masonry, Inc., North Hollywood, CA	Rennie Tejeda	Masonry Contracting	85	1963	11.43
160	159	Union General Insurance Co., Miami, FL	Julio E. Marty	Auto Insurance	52	1985	11.38
161	152	Southern Volkswagen & Olds., Waldorf, MD	Agustin F. Otero	Auto Dealership	42	1970	11.31
162	211	Allstate Specialty Services, Inc., Long Island City, NY	Rey J. Nieto	Janitorial/Painting	400	1980	11.30
163	•	Comprehensive Technologies Int'l, Chantilly, VA	Celestino M. Beltran	Software Development	205	1980	11.30
164	184	AMPAC, Rancho Cucamonga, CA	Alvaro Bea	Pipe Mfg.	65	1966	11.29
165	•	Allee Construction Co., Inc., Los Angeles, CA	Oscar Bracamonte	General Contracting	45	1973	11.27
166	263	Oscar Ortega Ranches, Thermal, CA	Oscar J. Ortega	Table Grape Grower	1000	1975	11.25
167	193	Chihuahua, Inc., Fresno, CA	J. Frank Villegas	Mexican Food Mfg.	300	1954	11.24
168	212	H-R Industries, Inc., Richardson, TX	Paul R. Dickinson	Circuit Board Mfg.	100	1976	11.23
169	196	Titan Rubber & Supply Co., Inc., San Jose, CA	David M. Rodrigues	Industrial Rubber	27	1976	11.16
170	223	The Apodaca Company, El Paso, TX	Victor Apodaca, Jr.	Nationwide Surety Bonds	16	1938	11.01
171	208	Andes Chemical Corp., Miami, FL	Fernando Espinosa	Chemicals Dist.	5	1986	11.00
172	189	Corella Electric, Inc., Phoenix, AZ	John C. Corella	Electrical Contracting	45	1978	11.00
173	168	Delma Construction Co., Inc., Bronx, NY	Emanuel Ciminello, Jr.	General Contracting	100	1976	11.00
174	232	Securiguard, Inc., McLean, VA	Patricia de L. Marvil	Security Guard Service	525	1982	10.92
175	204	Phar Med Sales Int'l, Miami, FL	Carlos M. de Cespedes	Pharmaceutical & Med. Supplies	18	1981	10.87
176	•	Solares Florida Corp., Miami, FL	Alberto E. Solares	Industrial Process Equip.	28	1975	10.79
177	133	Project Advisors Corp., Miami, FL	Linda F. Estevez	Const./Property Mgmt.	100	1975	10.78
178	174	Miramar Electric Supply Co., Miami, FL	Hector M. Rivero	Electrical Prod. Dist.	22	1974	10.75
179	156	Airparts Co., Inc., Wichita, KS	Marta E. Maxwell	Aircraft Parts	34	1963	10.53
180	227	Algas Enterprises, Inc., Miami, FL	Gustavo Lima	Tires/Tubes Dist.	16	1974	10.50
181	199	Interamerican Trading & Produce, Miami, FL	Claudio Feuermann	Frozen Seafood Importing	3	1983	10.50
182	177	Protech Corp., Tarrytown, NY	Jose R. Montiel	Office Supplies/Equipment	65	1980	10.50
183	209	Uni-Boring Co., Inc., Livonia, MI	Facundo Bravo	Precision Machining	100	1972	10.50
184	297	Beagle Products, Inc., Miami, FL	Rafael Puga	Seafood Importing	4	1987	10.20
185	183	Salazar Construction, Inc., Corpus Christi, TX	I.C. Salazar	General Contracting	90	1934	10.11
186	146	Siboney Int'l Corp., West Palm Beach, FL	Enrique J. Tomeu	Fertilizer/Trucking	16	1972	10.08
187	77	BEC Construction Corp., Miami, FL	Francisco C. Espinosa	General Contracting	50	1970	10.04
188	•	Phoenix Marine Enterprises, Inc., Hialeah, FL	Frank Piedra	Fiberglass Boat Mfg.	105	1976	10.01
189	229	Casa Herrera, Inc., Los Angeles, CA	Alfred J. Herrera	Food Processing Equip. Mfg.	125	1954	10.00
190	315	Cumbre, Inc., Upland, CA	James Contreras	Insurance Underwriting	16	1986	10.00
191	287	La Flor Produce Co., Inc., Brooklyn, NY	Ruben LaTorre	Spice Mfg./Dist.	150	1962	10.00
192	188	Orange Coast Electric Supply Co., Santa Ana, CA	Jim Espinosa	Electrical Supplies Dist.	29	1980	10.00
193	160	XCL Financial Services, Santa Ana, CA	Luis A. Torres, Jr.	Investments/Insurance	2	1986	10.00
194	327	Hugo's Cleaning Service, Inc., Lisle, IL	Hugo Pascual	Janitorial Services	450	1971	9.99
195	134	Sapper Construction Co., San Diego, CA	E.H. Sapper	General Contracting	75	1959	9.99
196	245	Computer Resource Management, Inc., Herndon, VA	Ervin E. Torrez	Computer Software Services	180	1978	9.98
197	203	McLean Cargo Specialists, Inc., Humble, TX	Angel F. Jimenez	Int'l Freight Forwarding	62	1970	9.87
198	254	E.T. LaFORE, Inc., Denver, CO	E.T. LaFore	General Contracting	45	1977	9.80
199	224	Bi-State Packaging, Inc., Milan, IL	Robert Ontiveros	Whsl. Packing Material	30	1974	9.72
200	171	Henry Valencia, Inc., Espanola, NM	Henry Valencia	Auto Dealership	45	1980	9.69

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201	321	Ferrous Metal Processing, Inc. , Brooklyn, OH	Eduardo Gonzalez	Sheet Metal Processing	123	1983	9.60
202	253	South Florida Health Alliance , Miami, FL	William A. Baldwin	Medical Supplies	18	1983	9.52
203	163	HSL Properties , Tucson, AZ	Humberto S. Lopez	Property Development	90	1975	9.50
204	206	La Rosa Del Monte Express, Inc. , Bronx, NY	Hiram Rodriguez	Moving/Shipping	125	1969	9.50
205	*	Metro Beer & Soda Distributors, Inc. , Bronx, NY	Carlos D. Nazario, Jr.	Beverage Dist.	15	1985	9.50
206	191	Northeast Commonwealth, Inc. , Lakewood, NJ	Juan A. Gutierrez	Heavy Construction	30	1978	9.49
207	238	Savala Construction Co., Inc. , Irvine, CA	Leonard Savala	Underground Construction	45	1951	9.30
208	197	Consol. Steel & Alum. Fence Co., Inc. , Kenilworth, NJ	Paul Cacicedo	Fence Installation	48	1958	9.29
209	259	Lopez Travel , San Diego, CA	Frank J. Costa	Travel Agency	35	1972	9.25
210	*	Alamex, Inc. , Theodore, AL	Enrique Gomez Palacio	Bulk Terminal/Warehousing	21	1983	9.17
211	220	Rosas Computer Co., Inc. , Corpus Christi, TX	Leo Rosas	Computer Sales	68	1983	9.12
212	242	South Coast Drywall, Inc. , Houston, TX	David K. Melam, Sr.	General Contracting	175	1971	9.05
213	167	AmerInsurance, Inc. , Miami, FL	Leslie P. Pantin	Insurance	30	1962	9.00
214	*	Plastec U.S.A., Inc. , Miami, FL	Hector V. Sosa	Plastic/Chemical Sales	9	1985	9.00
215	333	Scientech, Inc. , Idaho Falls, ID	L.J. Ybarondo	Engineering/Mgt. Consulting	120	1983	9.00
216	281	Tramex Travel , Austin, TX	Juan Portillo	Travel Services	34	1984	9.00
217	*	Cavazos Candy Prod. & Groc. Whsl., Inc. , Laredo, TX	Ruben Cavazos, Sr.	Produce/Grocery Dist.	51	1978	8.93
218	230	Saez Refrigeration, Inc. , Miami, FL	Pedro Justo Saez	Air Conditioning/Refrig.	50	1977	8.90
219	213	Sausedo Metal Products, Inc. , San Jose, CA	Robert Sausedo	Metal Products Mfg.	103	1973	8.88
220	218	Growers Ford Tractor Co. , Miami, FL	Norberto H. Lopez	Tractor Dealership	35	1967	8.70
221	*	TR Cos. , Houston, TX	Evan Reindl	Personnel Services	46	1984	8.68
222	313	G. Valdes Enterprises, Inc. , Palatine, IL	Gilberto Valdes	Janitorial Services	13	1973	8.60
223	216	Captree Chemical Corp. , West Babylon, NY	Ernest P. Gonzalez	Chemical Dist.	30	1977	8.50
224	258	City Wide Security Services, Inc. , Brooklyn, NY	Pedro L. Perez	Security Services/Equip.	325	1972	8.50
225	240	Anchor Fence Wholesale Of Miami Corp. , Hialeah, FL	Oscar Torres	Fence Products	35	1974	8.41
226	202	Quality Printed Circuits Corp. , Phoenix, AZ	Robert L. Gonzalez	Circuit Board Mfg.	119	1974	8.29
227	*	American Technical Suppliers, Inc. , Miami, FL	Hector J. Betancourt	Airline Engine Parts	13	1980	8.23
228	**	Sosa & Assoc. , San Antonio, TX	Lionel Sosa	Advertising Agency	51	1981	8.22
229	*	Lucero & Assoc., Inc. , Idaho Falls, ID	Yvonne R. Lucero	Computer Sales/Service	16	1984	8.13
230	283	Alaniz & Sons, Inc. , Mt. Pleasant, IA	Salvador Alaniz, Sr.	Direct Mail Services	379	1978	8.03
231	*	General Transistor Corp. , Inglewood, CA	Al A. Barrios	Transistor Mfg./Dist.	22	1978	8.00
232	266	Home Educ. Livelihood Prog., Inc. , Albuquerque, NM	Ernest E. Ortega	Social Services	110	1965	8.00
233	*	Rose Cooperage Co. , Montebello, CA	Thys Dorenbosch	Drums/Containers Mfg.	100	1904	8.00
234	*	Northbrook Computers, Inc. , Northbrook, IL	Carlos M. Frum	Computer Dealership	20	1980	7.95
235	302	Chem-Tech Systems, Inc. , Los Angeles, CA	Connie Carrasco	Chemical Storage Facility	40	1980	7.86
236	*	Creative Assoc. Int'l., Inc. , Washington, DC	M. Charito Kruvant	Management Consulting	100	1977	7.70
237	280	Pressure Systems, Inc. , Hampton, VA	Douglas B. Juanarena	Pressure Measurement Instr.	96	1977	7.70
238	262	Arroyo Process Equipment , Clearwater, FL	Frank Arroyo	Pump Dist.	19	1968	7.65
239	222	Arbor Tree Surgery , Paso Robles, CA	Steven G. Alvarez	Tree Trimming/Removal	450	1960	7.64
240	269	Valco Construction Co., Inc. , Glendale, AZ	Rafael L. Valenzuela	General Contracting	9	1974	7.55
241	366	Campos Construction Co. , Omaha, NE	Robert Campos	General Contracting	48	1977	7.50
242	298	Independent Forge Co. , Orange, CA	Rosemary Ruiz	Aluminum Forging	82	1975	7.50
243	251	RMT Landscape Contractors , San Leandro, CA	Rick DeHerrera	Landscape Contracting	100	1977	7.50
244	342	Air Conditioning Systems, Inc. , La Habra, CA	Donald E. Cervantes	A/C Contracting	49	1946	7.40
245	299	P&E Terminal Co., Inc. , Wilmington, CA	Elisa J. Aguilera	Bonded Warehouse	83	1978	7.37
246	311	Sun Eagle Corp. , Chandler, AZ	Martin Alvarez	General Contracting	28	1978	7.36
247	151	G.S.E. Construction Co., Inc. , Livermore, CA	Orlando Gutierrez	General Contracting	42	1980	7.34
248	247	Surface Prep. & Coating Ent., Inc. , Baton Rouge, LA	Luis J. Gonzalez	General Contracting	200	1977	7.30
249	268	Millhorn Chemical & Supply Co. , Maywood, CA	Ralph Marrujo	Chemical Dist.	22	1954	7.27
250	*	Pueblo Broadcasting Corp. , Houston, TX	J. Adan Trevino	Television Advertising	46	1984	7.26

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1989	1988						Sales*
251	329	Ernie Sandoval Enterprises, Inc., Oceanside, CA	Ernie Sandoval	Restaurant Chain	250	1983	7.20
252	265	P&A, Inc., Farmington, NM	Isaac F. Padilla	Oil & Gas Equip.	85	1970	7.20
253	201	Tele-Signal Corp., Hauppauge, NY	Esteban Taracido	Electronics Mfg.	55	1976	7.20
254	351	JJJ Floor Covering, Inc., Whittier, CA	Jose Gutierrez	Carpet/Floor Covering	35	1964	7.10
255	*	Marco Garza Chevrolet, Rio Grande, TX	Marco A. Garza	Auto/Truck Dealership	40	1986	7.09
256	274	Martinez & Turek, Inc., Riverside, CA	Larry R. Tribe	Machine Shop	93	1980	7.05
257	*	Electrical Power Products, Santa Clara, CA	Kytcher Whyte	Switch Gear Mfg.	35	1975	7.00
258	237	Everglades Steel Corp., Miami, FL	Orlando A. Gomez	Steel Dist.	18	1974	7.00
259	217	Hollywood Travel, Inc., Hollywood, FL	Henry Yaniz	Travel Services	26	1962	7.00
260	*	Miranda Assoc., Inc., Washington, DC	Lourdes Miranda	Int'l Management Services	30	1975	7.00
261	335	Televideo San Diego, San Diego, CA	Linda Stepp	Video/Audio Equip.	24	1978	7.00
262	234	Torres, Inc., Mountain View, CA	Jess G. Torres	Concrete Construction	45	1955	7.00
263	255	Torres Electrical Supply Co., Inc., Stuart, FL	Oscar L. Torres, Sr.	Electrical Equip./Supplies	13	1971	6.95
264	285	Hurlen Corp., Santa Fe Springs, CA	I. Jay Hurtado	Metal Service Center	30	1981	6.80
265	292	North American Trade Corp., Houston, TX	Jorge Guiloff	Export/Importing	13	1984	6.75
266	314	Castro-Blanco Piscioneri & Assoc., New York, NY	David Castro-Blanco	Architecture/Engr.	70	1965	6.70
267	225	Southwest Office Systems, Inc., Ft. Worth, TX	Victor Puente	Office Equipment/Supplies	103	1964	6.70
268	243	Touche Mfg., Inc., San Jose, CA	Antonio Zertuche	Metals Mfg.	120	1972	6.70
269	273	R&D Development, Inc., Chicago, IL	Manuel Rodriguez	General Contracting	65	1977	6.62
270	276	San Antonio Press, Inc., San Antonio, TX	Jose H. Medellin	Printing	80	1975	6.60
271	319	Pre Con Products Ltd., Simi Valley, CA	David Zarraonandia	Precast Concrete Products	45	1963	6.51
272	228	A'Leon Business Systems, Inc., Miami, FL	Abilio Leon	Office Equipment Sales	75	1974	6.50
273	415	L&M Technologies, Inc., Albuquerque, NM	A.R. Montoya	Engineering	160	1972	6.50
274	*	Main Line Foto, Inc., Conshohocken, PA	Carlos M. Roca	Photographic Product Sales	16	1983	6.50
275	316	Rivasal Int'l, Cincinnati, OH	Luis O. Riva Saleta	Int'l Marketing	3	1982	6.50
276	*	Smith & Aguirre Constr. Co., Inc., Las Cruces, NM	Stephen Aguirre	Heavy Construction	92	1962	6.46
277	309	Del Rey Chemical, Inc., Alvin, TX	George S. Hernandez	Chemical Dist.	9	1978	6.42
278	312	Reza Bros. Construction, Inc., El Paso, TX	Jesus Reza	General Contracting	7	1981	6.40
279	264	Robert Escudero, Inc., Pasadena, CA	Robert Escudero	General Contracting	45	1978	6.40
280	306	Raymor Electric Co., Inc., Baldwin Park, CA	Raymond C. Morales	Electrical Contracting	50	1978	6.39
281	336	Intra-American Found. & Drilling Co., Inc., Phoenix, AZ	Salvador H. Altamirano	Foundation Construction	45	1986	6.37
282	*	OCIS Transports, Inc., Houston, TX	George Ortiz	Trucking Services	95	1988	6.30
283	305	Nelson Maintenance Service, Inc., Yonkers, NY	Nelson Gisbert	Janitorial Services	150	1976	6.20
284	*	Technical Telephone Systems, Inc., Staten Island, NY	George Cruzado	Telecom. Systems Sales/Service	73	1980	6.20
285	296	Manny Varas & Assoc., Miami, FL	Manny Varas	Insurance	704	1976	6.10
286	*	Texas Beauty Distributors, Houston, TX	Ted A. Gutierrez	Beauty Products Dist.	58	1979	6.03
287	*	Arcom Electronics, Inc., San Jose, CA	Armando Garcia	Data Com. Hardware Dist.	30	1985	6.01
288	340	Los Angeles Blow Molding Co., Inc., Commerce, CA	Hugo A. Bastidos	Plastic Mfg.	120	1970	6.00
289	388	Paramount, Inc., Willowick, OH	Edward J. Alvarez	Employment Service	300	1968	6.00
290	331	Super Brite Screw Corp., Hialeah, FL	Felix Infiesta	Bolts/Nuts/Screws Dist.	55	1978	6.00
291	322	Heavy Truck Service, Inc., Miami, FL	Rafael Perez	Trucking Services	27	1969	5.82
292	390	Sound Electric Corp., Bronx, NY	Lawrence Rego	Electrical Contracting	51	1981	5.80
293	318	Losada Truck & Equipment, Inc., Miami, FL	Jorge Losada	Truck Dealership	8	1967	5.72
294	301	Original Impressions, Inc., Miami, FL	Roland B. Garcia	Graphics/Printing	104	1982	5.65
295	343	Centinel Bank of Taos, Taos, NM	Martin E. Romero	Commercial Bank	48	1969	5.63
296	282	Roses Southwest Papers, Inc., Albuquerque, NM	Roberto E. Espat	Paper Mfg.	23	1984	5.60
297	271	Armadiillo Construction Co., Inc., Laredo, TX	Robert P. Gutierrez	General Contracting	8	1974	5.59
298	*	Textile Machines Imp. Exp. Co., Inc., Roebuck, SC	Victor Lebron	Textile Machine Sales	25	1978	5.58
299	*	La Pizza Loca, Inc., Buena Park, CA	Alex Meruelo	Pizza Restaurants	800	1986	5.57
300	214	Apollo Design Services, Inc., Haverhill, MA	Mel Velez	Contract Technical Supplies	178	1983	5.50

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301	355	Electrical Contractors of California , El Segundo, CA	John Razonable	Electrical Contracting	58	1978	5.50
302	453	Gilram Supply, Inc. , Houston, TX	Sigrid Terc	Elect. Components Exporting	15	1980	5.50
303	339	Glasco Industries, Inc. , Miami, FL	Jesus M. Martinez	Glass Dist.	39	1977	5.50
304	*	Reed Candle Co. , San Antonio, TX	Peter N. Reed	Candle Mfg.	75	1937	5.50
305	447	Tamez-Thomas, Inc. , Houston, TX	George Tamez	Masonry Contracting	125	1985	5.50
306	402	Aztec Plastic Corp. , Mt. Clemens, MI	Edward M. Raquel	Automotive Plastic Products	75	1979	5.40
307	400	Intercontinental Marble Corp. , Miami, FL	Gerardo Diaz	Granite/Marble Floor Products	9	1983	5.40
308	293	CSR Construction Corp. , Nutley, NJ	Francisco J. Salas	Architectural Services	30	1982	5.39
309	294	Dixie Numerics, Inc. , Lake City, GA	R.A. Suarez	Auto Tool Mfg.	69	1961	5.34
310	372	Diaz Wholesale & Mfg. Co., Inc. , Atlanta, GA	Rene M. Diaz	Food Service Dist.	27	1980	5.30
311	*	Ranon & Jimenez, Inc. , Tampa, FL	Jose A. Ranon	General Contracting	35	1930	5.26
312	*	Simdex Co., Inc. , Houston, TX	Dion Padin	Vocational/Technical School	140	1985	5.23
313	385	A&R Janitorial Services, Inc. , Cicero, IL	Angelo Velasquez	Janitorial Services	450	1967	5.20
314	364	Future Packaging, Inc. , Santa Clara, CA	Rufino A. Vega	Packing/Crating Service	70	1973	5.20
315	416	Ran Enterprises, Inc. , Valencia, CA	Marlene Monstein	Electronic Cable Mfg.	21	1985	5.20
316	451	Apache Construction Co., Inc. , Albuquerque, NM	Mariano Chavez, Jr.	General Contracting	30	1981	5.18
317	391	Shifa Services, Inc. , Hackensack, NJ	Jorge A. Haedo	Janitorial Services	210	1980	5.16
318	341	U.S. Guards Co., Inc. , Los Angeles, CA	Ernest A. Padilla	Security Guard Service	325	1947	5.13
319	369	Techniserv Data Systems, Inc. , Teaneck, NJ	Lufti G. Mansoor	Data Processing Equip.	13	1974	5.10
320	357	Cisco Electrical Supply Co. , Columbus, OH	Francisco J. Muguruza	Electrical Dist.	9	1978	5.05
321	393	Ruiz Mexican Foods, Inc. , Ontario, CA	Edward F. Ruiz	Mexican Food Mfg.	105	1950	5.02
322	375	Borbon, Inc. , Buena Park, CA	David Morales	Painting/Wall Covering	60	1976	5.00
323	328	CHCG Architects, Inc. , Montclair, CA	Armando L. Gonzalez	Architectural Services	60	1964	5.00
324	*	Cordoba Corp. , Los Angeles, CA	George L. Pla	Systems Devel. Consulting	100	1983	5.00
325	304	The Diaz Corp. , Jay, ME	Jose W. Diaz	General Contracting	56	1978	5.00
326	363	El Rey Sausage Co., Inc. , Vernon, CA	Laura Balverde-Sanchez	Sausage Mfg.	51	1983	5.00
327	346	Ideal Industrial Electronic Supply, Inc. , El Paso, TX	Tony Rodriguez	Electronic Dist.	12	1974	5.00
328	*	Jackie O's, Inc. , Coral Gables, FL	Juan Delgado	Burger King Franchises	120	1981	5.00
329	*	Los Ranchos Restaurant, Inc. , Miami, FL	Juan Wong, Jr.	Steakhouse Restaurant	150	1981	5.00
330	288	Pamtours, Inc. , New York, NY	Alvaro Pena	Travel Services	10	1965	5.00
331	*	Thermionics Laboratory, Inc. , Hayward, CA	John J. Trujillo	Ultra/High Vacuum Products Mfg.	80	1961	5.00
332	*	Pride General Contractors , Los Angeles, CA	Ray Rodriguez	General Contracting	1	1989	4.99
333	278	La Salle Trucking Co. , Chula Vista, CA	J. Frank la Salle	Transportation	46	1933	4.98
334	*	Durazo Construction, Inc. , Tucson, AZ	Carlos M. Hernandez	General Contracting	35	1983	4.92
335	226	Vasallo Construction, Inc. , Miami, FL	Pedro Vasallo	General Contracting	23	1973	4.86
336	**	Galindo Financial Corp. , Bell, CA	Rafael Galindo	Real Estate Sales	102	1973	4.84
337	260	Avila Financial Group , Los Angeles, CA	Raul Avila	Property Development	8	1984	4.80
338	*	Chicago United Industries Ltd. , Chicago, IL	George Loera	Municipal Contract Consulting	4	1986	4.80
339	394	Ortiz Bros. Insulation, Inc. , Baytown, TX	Tino Ortiz	Insulation Contracting	100	1980	4.77
340	*	Agromex, Inc. , Theodore, AL	Enrique Gomez Palacio	Manganese Sulphate Importing	4	1986	4.75
341	*	Quality Foam Packaging, Inc. , Irwindale, CA	Noel Castellon	Custom Foam Packaging	85	1973	4.73
342	489	Modern Sanitation Systems, Inc. , East Orange, NJ	Sergio Benvenuto, Sr.	Janitorial Services	220	1981	4.70
343	*	Tru & Assoc., Inc. , Huntington Beach, CA	Rudolpho A. Trujillo	Petroleum Products/Coal Dist.	3	1983	4.70
344	373	Deupi & Assoc., Inc. , Washington, DC	Carlos Deupi	Architecture/Int. Design	60	1968	4.62
345	*	Offshore Traders, Inc. , Miami, FL	Robert G. Weller	Indust. Machinery/Supplies	8	1960	4.60
346	398	Advanced Data Concepts, Inc. , Portland, OR	Frank E. Rivera	Computer Systems	190	1978	4.59
347	275	Alamo Technology, Inc. , San Antonio, TX	Doroteo Chavarria	Engineering/Mfg.	50	1981	4.58
348	137	Peco Enterprises, Inc. , Davenport, IA	Frank L. Granados	Computer Support Services	73	1974	4.55
349	334	Pan American Frozen Foods, Inc. , Miami, FL	Lazaro R. Munarriz	Frozen Foods Dist.	7	1972	4.54
350	*	Mesa Brothers, Inc. , Miami, FL	Roberto Mesa	Electrical Contracting	139	1976	4.52

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351	458	Upsilon Corp., Denton, TX	Julio G. Lence	Auto Dealership	17	1970	4.52
352	359	Cardenas/Fernandez & Associates, Chicago, IL	Henry Cardenas	Special Events/Marketing	10	1981	4.50
353	409	Meta, Inc., Miami, FL	Maria Elena Torano	Consulting Services	42	1979	4.50
354	443	North Shore & Cent. Ill. Freight Co., Forest View, IL	David P. Hernandez	Trucking Services	49	1930	4.50
355	498	TAG Electric Co., Houston, TX	Thomas A. Gonzales	Electrical Contracting	75	1986	4.50
356	348	Web Masters, Inc., City of Industry, CA	Richard Garavito	Advertising/Printing	89	1980	4.50
357	380	Pete Gallegos Paving, Inc., Laredo, TX	Pete Gallegos	Street Paving	90	1973	4.40
358	384	Valdez Transfer, Inc., Phoenix, AZ	Ted Valdez	Moving/Storage	100	1957	4.40
359	354	Sandoval Dodge, Las Cruces, NM	Rudy Sandoval	Auto Dealership	25	1969	4.39
360	365	G&D Aircraft Parts, Pomona, CA	Fred Saldana, Jr.	Foundry/Alum. Casting	70	1966	4.36
361	•	Gabe Mendez, Inc., Newcastle, CA	Gabriel Mendez	General Contracting	45	1974	4.34
362	338	Belco Resources, Inc., Eastchester, NY	John J. Cuadrado	Export/Chemicals	8	1974	4.30
363	408	Editorial Cernuda, Inc., Miami, FL	Ramon Cernuda	English Courses	36	1977	4.22
364	406	Molzen-Corbin & Assoc., Albuquerque, NM	Adelmo E. Archuleta	Architecture/Engr.	67	1960	4.22
365	•	Carrillo Cement Contractor, Inc., Anaheim, CA	Ray Carrillo	Concrete Contracting	45	1978	4.21
366	•	J.R. Food Service, Inc., Chino, CA	Richard Fierro Duran	Food Services	17	1981	4.20
367	•	Power Energy Industries, Carson, CA	Ernest R. Schoop	Electrical Equipment Mfg.	65	1980	4.20
368	370	Telesound Systems Corp., Miami, FL	Peter E. Padron	Business Phone Systems	36	1975	4.20
369	392	Tejas Office Products, Inc., Houston, TX	Jorge A. Haedo	Office Supply Sales	20	1962	4.15
370	428	Cave Imaging Systems, Inc., Santa Clara, CA	Eduardo Cabrera	Security Services	140	1986	4.13
371	291	Protec, Inc., Miami, FL	Alfredo Sotolongo	A/C Product Supplies	21	1971	4.13
372	386	Balado National Tires, Inc., Miami, FL	Manuel Balado	Retail Tires	26	1962	4.11
373	349	Beam Radio, Inc., Miami, FL	Manuel Alvarez, Sr.	Radio Communication	15	1976	4.10
374	350	Portland Mailing Services, Inc., Portland, OR	David P. Torres, Jr.	Direct Mail Services	100	1940	4.07
375	431	A/S/K Assoc., Inc., Lawrence, KS	Ken Martinez	Computers	200	1979	4.00
376	456	Carabie Corp., Bronx, NY	Ernest Sanchez	Sandblasting & Painting	50	1976	4.00
377	405	Certified Fasteners, Inc., Santa Fe Springs, CA	Linda Frias	Nuts/Bolts/Screws Mfg.	15	1969	4.00
378	•	Deneba Systems, Inc., Miami, FL	Manuel E. Menendez	Microcomputer Software Mfg.	30	1986	4.00
379	•	E.A. Mendoza Contracting, Cerritos, CA	Ernest Mendoza	General Engineering	24	1980	4.00
380	326	Equity Temporary Services, New York, NY	Miriam Arias	Temporary Personnel Services	10	1985	4.00
381	395	Florida Desk, Inc., Oviedo, FL	Tem Suarez	Office Furniture	40	1979	4.00
382	374	Hydro-Pneumatics, Inc., Deer Park, NY	Gerard F. Lopez	Hydraulic/Pneumatic Valves	18	1964	4.00
383	•	Olsen & Guerra Lumber Co., Houston, TX	J.O. Guerra, Sr.	Building Materials Supply	30	1957	4.00
384	411	Orange County Name Plate Co., Santa Fe Springs, CA	Elias Rodriguez	Graphic Art	93	1965	4.00
385	•	Personnel Contractors, Inc.,** Minneapolis, MN	F. de Leon	Temporary Personnel Services	30	1974	4.00
386	371	Signet Paper Co., Los Angeles, CA	Ignacia Mejia	Printing Paper Mfg.	15	1967	4.00
387	454	Tampa Brass & Aluminum Corp., Tampa, FL	Sam S. Leto, Jr.	Brass/Alum. Products Mfg.	85	1957	4.00
388	379	Mirta De Perales, Inc., Coral Gables, FL	Mirta Raya Perales	Beauty Product Dist.	30	1964	3.98
389	387	Russ Pitney Earthmoving Co., Inc., Albuquerque, NM	Ernest Blair	Earth Moving	30	1948	3.95
390	383	Craftsmen Corp., Smithtown, NY	Alejandro Salas	Integrated Logistics	42	1977	3.90
391	332	Orso Superior Enterprises Corp., Key Biscayne, FL	James A. Ortiz	Int'l Sales	5	1979	3.90
392	430	AVG, Inc., Valencia, CA	Alvaro J. Villa	Robotics Equipment	40	1978	3.80
393	448	M&M Automated Services Corp., Amherst, NH	Marlene M. Monnar	Computer Supplies	8	1982	3.80
394	•	Siboney Advertising, New York, NY	Jose M. Cubas	Advertising Agency	49	1983	3.75
395	•	Centennial Bolt, Denver, CO	Mark A. Cordova	Nuts/Bolts/Screws Dist.	24	1979	3.74
396	337	Greg's Trucking, Inc., Racine, WI	Gregory A. Cruz	Trucking Services	8	1978	3.71
397	•	Hernandez Engineering, Inc., Houston, TX	Miguel A. Hernandez	Engineering Services	50	1983	3.71
398	•	Seville Properties/El Dorado, Los Angeles, CA	Gustavo Ungo	Real Estate Sales	45	1983	3.71
399	•	Eagle Transportation & Warehousing, Miami, FL	Raul Pedraza	Transportation/Warehousing	48	1982	3.70
400	382	J.R., Inc., Universal City, TX	Jesse Rodriguez	Educational Furn. Dist.	8	1978	3.70

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401		• Farma Int'l, Miami, FL	Oscar A. Gomez	Pharmaceutical Chem. Exporting	13	1965	3.68
402		• Valor Financial Group, Miami, FL	Jack Valor	Life/Health Insurance	54	1976	3.65
403		• Salas Concessions, Inc., Nashville, TN	Max E. Salas	Food Services	357	1980	3.64
404		• Orion Int'l Technologies, Inc., Albuquerque, NM	Miguel Rios, Jr.	Engr./Scientific Services	55	1984	3.63
405	434	Alliance Supply, Inc., Newton, MA	Carlos M. Aspuru	Stocking Dist.	18	1985	3.60
406	484	Hartec Enterprises, Inc., El Paso, TX	J. Anthony Ruiz	Ground Support Equip.	45	1978	3.60
407	444	La Tortilla Factory, Inc., Santa Rosa, CA	Carlos Tamayo	Mexican Food Mfg.	50	1977	3.60
408	396	Peppers Unlimited, Inc., City of Industry, CA	Gilbert M. Medina	Food Service Products	4	1986	3.60
409	404	Supreme Gear Co., Roseville, MI	Charles F. Diez	Precision Gears	50	1980	3.60
410	439	Continental Binder & Specialty Corp., Gardena, CA	Andrew H. Lisardi	Looseleaf Products	68	1978	3.58
411	••	Bermudez & Assoc., Inc., Los Angeles, CA	Eduardo Bermudez	Advertising Agency	35	1975	3.53
412	••	Casanova Pendrill Publicidad, Irvine, CA	Paul Casanova	Advertising Agency	50	1984	3.53
413	378	Nat'l Commun. Sales Promo. Ltd. Corp., Miami, FL	Robert J. Rodriguez	Sales Promotions	28	1982	3.51
414	491	Breiner Construction, Inc., Denver, CO	Rosemary Breiner	General Contracting	48	1969	3.50
415	427	El Indio Shop, Inc., San Diego, CA	Ralph R. Pesqueira	Mexican Restaurants	100	1940	3.50
416	455	Alto Systems, Inc., La Mirada, CA	Alfred R. Garcia	Warehouse/Dist.	50	1983	3.48
417	417	Western Radio Electronics, San Diego, CA	Jaime Brener	Electronic Components	25	1932	3.44
418	490	Garcia Food Products, San Antonio, TX	Andrew E. Garcia	Wholesale Meats	40	1969	3.41
419	412	Pronto Post, Inc., Hialeah, FL	J. Michael Vazquez	Direct Mail Services	50	1981	3.41
420	423	Telexport, Inc., Hialeah, FL	Danilo Alonso	Electronics Mfg./Imports	25	1964	3.38
421	496	R. Palacios & Co., Miami, FL	Raphael R. Palacios	Mechanical Contracting	14	1983	3.36
422	•	Milam & Co. Painting, Inc., Houston, TX	David Milam, Sr.	Painting Contracting	60	1970	3.33
423	426	Alman Electric, Inc., Mesquite, TX	Joe Alcantar	Electrical Contracting	50	1979	3.30
424	437	Strauss Plastic Co., Inc., Newark, NJ	Rudolfo Strauss	Plastic Injection Molding	32	1972	3.30
425	424	W.M.Z. Manufacturing Co., Inc., East Hartford, CT	Magno Palacios	Aerospace Parts Mfg.	45	1976	3.30
426	410	Greenbar Corp., Thornton, CO	Gary Solis	Computer Sales/Service	17	1984	3.29
427	432	Dade Steel Sales Corp., Miami, FL	Luis M. Garcia	Steel Dist.	12	1977	3.24
428	•	J&S Electric Co., Inc., Albuquerque, NM	Joseph A. Solis	Electrical Contracting	31	1977	3.23
429	•	Construction Mgmt. Assoc., Inc., Annapolis, MD	Charles L. Gomez	General Contracting	50	1977	3.22
430	•	El Paso-Fairview Foods, Inc., El Paso, TX	Estela Garcia Lopez	Egg Dist.	14	1977	3.21
431	466	Bryce W. Parker, Inc., S. El Monte, CA	Robert Reyes	Service Station Construction	30	1952	3.20
432	•	C.O.D. Freight Systems, Inc., Inglewood, CA	John A. Camacho	Computer Delivery	14	1986	3.20
433	433	Ebco, Inc., Chicago, IL	Everett Bernardo	Indust. Rubber Products	9	1963	3.20
434	462	Temp-Seal, Inc., Compton, CA	Ralph N. Barba	Refrigeration	35	1961	3.20
435	479	TEX MEX Transportation, Inc., Franksville, WI	Oscar Ibarra	Trucking Services	13	1970	3.20
436	464	Uniforce Temporary Services, Farmington, NM	E. Michelle Islas-Walters	Temporary Personnel Services	14	1981	3.20
437	•	Villarreal Electric Co., Inc., Laredo, TX	Mike A. Villarreal, Sr.	Electric Supplies Dist.	19	1935	3.20
438	•	Camino Construction, Inc., Dallas, TX	Rogelio Ayala	Paving Contracting	45	1983	3.16
439	389	Del Toro Landscaping, Inc., Palatine, IL	Raul del Toro	Landscaping	80	1989	3.16
440	459	D.V. Gonzalez Elec. & Gen. Contrs., Inc., Rochester, NY	Dale V. Gonzalez	General Contracting	25	1980	3.15
441	486	National Export Crating Co. of Texas, Inc., Houston, TX	Samuel N. Marroquin	Industrial Packing	52	1979	3.10
442	•	Preferred Homecare of America,** Miami Lakes, FL	Carlos Herrera	Home Healthcare	65	1987	3.10
443	•	J&P Tiles, Inc., Miami, FL	Juan F. Gronlier	Tile/Marble/Paving Contracting	11	1982	3.07
444	•	Biomedical Int'l Corp., Miami, FL	Juan R. Borges	Medical/Lab. Products Dist.	7	1982	3.04
445	425	Arango Construction Co., Bothell, WA	J.A. Arango	General Contracting	22	1973	3.01
446	452	Parts Overseas Corp., Miami, FL	Francisco Fernandez	Automotive Exports	9	1986	3.01
447	377	A/Del, Inc., Englewood, NJ	Martin Rivas	Graphics	45	1966	3.00
448	•	California Jig Grinding Co., Inc., Pico Rivera, CA	Deryl R. Craig	Jig Grinding/Boring	30	1957	3.00
449	403	Camex Int'l, Inc., Miami, FL	Philip R. Lecours	Medical Equip./Supplies	9	1974	3.00
450	•	Kenig Forge, Inc., Etiwanda, CA	I. Jay Hurtado	Metal Forging	20	1982	3.00

*In millions of dollars, as of December 31, 1989. Sales figures appear as reported to HISPANIC BUSINESS by authorized company representatives. Many companies submitted financial statements.

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The 500 Directory

Rank 1989	Rank 1988	Company and Location	Chief Executive	Type of Business	Number of Employees	Year Started	1989 Sales*
451	469	Lasermation, Inc. , Philadelphia, PA	Joseph Molines	Laser Engraving/Machining	37	1969	3.00
452	442	Mark Metals Inc. , City of Industry, CA	Mark Valle	Metals Dist.	20	1980	3.00
453	457	Nick Mendoza Productions , Burbank, CA	Nicolas Mendoza	Commercials Production	10	1984	3.00
454	420	Omega Precision , Santa Fe Springs, CA	Joseph M. Venegas	Machine Shop	43	1965	3.00
455	487	UNI Enterprises, Inc. , Brooklyn, NY	Jimmy Hu	Hospital/Marine Supplies	20	1971	3.00
456	446	Valbro Business Forms, Inc. , Winter Garden, FL	Albert C. Valdes	Business Forms	50	1937	3.00
457	438	Bayou State Security Services, Inc. , New Orleans, LA	James B. Perez	Security Guard Services	235	1975	2.99
458	495	Jason Int'l Optical, Inc. , Elizabeth, NJ	Victor O. Suarez	Eyeglass Frames	13	1983	2.95
459	467	Art's Photo Graphic Suppliers, Inc. , El Paso, TX	Art Moreno, Sr.	AV Sales/Service	36	1972	2.90
460	•	Chavez, Inc. , Murray, UT	Tony Chavez	Interior Construction	49	1973	2.90
461	399	G.P. Transport, Inc. , Gregory, TX	Ernest V. Solis	Sand/Gravel Hauling	50	1980	2.90
462	•	Valenzuela Drywall, Inc. , Tucson, AZ	William G. Valenzuela	General Contracting	60	1979	2.90
463	•	TMC Electronics Corp. , Miami, FL	Miguel Corales	Electronic Parts Dist.	3	1984	2.88
464	413	Tranex, Inc. , Colorado Springs, CO	Troy Valdez	Electrical Transformers	71	1967	2.85
465	414	Service Electric Co., Inc. , Albuquerque, NM	Sam Alderete	Electrical Contracting	45	1970	2.83
466	461	Grau & Co. , Miami, FL	Jose L. Urrechaga	Accounting Services	46	1976	2.80
467	477	Vinyl Technology, Inc. , S. El Monte, CA	Carlos A. Mollura	Plastic Film Processing	105	1981	2.78
468	•	Cougar Engineering, Inc. , Hyattsville, MD	J. Puma	Concrete Construction	10	1987	2.75
469	381	V&P Holding Co., Inc. , Metairie, LA	Vincente Echegarrua	Electrical Contracting	53	1974	2.75
470	•	Miami Medical Equip. & Supply Corp. , Miami, FL	Rene Teran	Hosp./Med./Lab. Supplies	13	1980	2.73
471	472	Falcon Industrial Supply, Inc. , El Paso, TX	Al Melendez, Jr.	Indust. Supplies Dist.	11	1975	2.70
472	•	MTC Tours, Inc. , Coral Gables, FL	Ramon Alvarez	Travel Services	4	1986	2.70
473	480	Solar Spring Co. , Chicago, IL	David Diaz	Spring Mfg.	55	1979	2.70
474	•	KORO TV , Corpus Christi, TX	Servando Caballero	Television Station	25	1977	2.67
475	494	U.S. Building Materials, Inc. , Rancho Cordova, CA	Albert Garcia	Door Mfg.	22	1982	2.67
476	•	Jesse Fence Co., Inc. , Houston, TX	Jorge L. Casimiro	Fence Retail/Whsl.	70	1983	2.65
477	•	Black Oxide Industries, Inc. , Anaheim, CA	Pete Mata	Metal Finishing	35	1974	2.60
478	•	Byerly & Cosyleon, Inc. , Pueblo, CO	Bonifacio Cosyleon	Concrete Contracting	45	1980	2.60
479	•	United Seal & Rubber Co., Inc. , Atlanta, GA	Virgil Alonso	Rubber/Seal Product Mfg.	17	1974	2.60
480	435	Asociacion Legal Latinoamericana , Beverly Hills, CA	Louis F. Vargas	Management/Advertising	10	1986	2.57
481	•	Sterling Graphics , Medley, FL	Fernando Cordal	Printing/Graphics	14	1976	2.55
482	••	Bona Real Estate #1 , Pasadena, CA	Jaime Suarez	Real Estate Sales	85	1974	2.52
483	•	Argo , City of Commerce, CA	Alan Olivas	A/C Contracting	24	1971	2.50
484	•	Corporate Colour Printing, Inc. , Baldwin Park, CA	Laura D. Greensberg	Printing	10	1983	2.50
485	440	Excel Transnational, Inc. , Naperville, IL	Eugene R. Constance	Railcar Maint./Equip.	8	1980	2.50
486	•	Noecker Corp. , Rochester, NY	Juan A. Nevarez	Insurance/Real Estate Sales	5	1987	2.50
487	482	Odell's Int'l. Licensing , Miami, FL	Rafael Gonzalez	Marketing/Promo. Items	29	1985	2.50
488	•	Gayton Painting , Chino, CA	Ronald B. Gayton	Painting Contracting	60	1979	2.48
489	•	Fernandez & Assoc. , Denver, CO	Thomas I. Fernandez	Accounting Services	96	1976	2.47
490	•	T.A. Industries, Inc. , Louisville, KY	Tomas Aguilera	General Contracting	23	1978	2.47
491	476	El Paso Litho Plate Co., Inc. , El Paso, TX	Manuel S. Martinez	Printing Supplies	14	1958	2.46
492	500	Court Courier Systems, Inc. , Kenilworth, NJ	Juan Camadona	Delivery Services	82	1978	2.44
493	•	ITC Personnel Services , Houston, TX	Diva Garza	Personnel Services	6	1985	2.41
494	•	Perdomo Roofing & Tile, Inc. , Miami, FL	Raimundo Perdomo	Roofing Contracting	25	1980	2.40
495	•	Letterpress Unlimited , Santa Ana, CA	Rafael Hernandez	Foil Stamping/Embossing	60	1978	2.35
496	•	Paragon Builders, Inc. , Laredo, TX	Juan I. Martinez	General Contracting	9	1979	2.29
497	•	A&C Export Corp. , Miami, FL	Cecilio C. Hermoso	Office Supply Export	9	1980	2.28
498	•	East Coast Florida Builders , Miami, FL	Eugene Solana	Contracting	50	1988	2.25
499	•	David Montoya Construction, Inc. , Albuquerque, NM	Clarence M. Montoya	Concrete Construction	55	1982	2.22
500	441	Amigos Canning Co. , San Antonio, TX	R.E. Velasco, Jr.	Mexican Food Mfg.	40	1925	2.13

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